

6/21/99

*** BALANCE SHEET (Year 1 by month) ***
As of the Month Ending:

Assets	Jan-99	Feb-99	Mar-99	Apr-99	May-99	Jun-99	Jul-99	Aug-99	Sep-99	Oct-99	Nov-99	Dec-99
Current Assets												
Cash	\$910,107	\$340,617	\$692,295	(\$262,759)	(\$657,876)	(\$3,556,451)	(\$3,932,792)	(\$4,279,488)	(\$4,615,149)	(\$4,964,862)	(\$5,274,383)	(\$5,568,085)
Investments	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Accounts Receivable	\$2,000,117	\$1,587,077	\$1,721,213	\$1,717,200	\$1,285,900	\$487,800	\$617,350	\$529,500	\$586,500	\$677,250	\$782,250	\$902,250
Inventory	\$340,279	\$351,015	\$366,799	\$309,432	\$255,317	\$244,386	\$252,617	\$266,646	\$266,662	\$308,483	\$320,213	\$332,066
Other Current Assets	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Current Assets	\$3,250,503	\$2,278,709	\$2,800,308	\$1,763,873	\$653,341	(\$2,824,266)	(\$3,162,825)	(\$3,483,342)	(\$3,741,987)	(\$3,979,129)	(\$4,171,920)	(\$4,333,769)
Plant & Equipment												
Land	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Buildings	\$841,009	\$841,009	\$841,009	\$1,391,009	\$1,791,009	\$1,791,009	\$1,791,009	\$1,791,009	\$1,791,009	\$1,791,009	\$1,791,009	\$1,791,009
Building/Leasehold Improvements	\$794,595	\$794,595	\$794,595	\$1,794,595	\$3,794,595	\$3,794,595	\$3,794,595	\$3,794,595	\$3,794,595	\$3,794,595	\$3,794,595	\$3,794,595
Machinery & Equipment	\$70,701	\$70,701	\$70,701	\$70,701	\$70,701	\$320,701	\$320,701	\$320,701	\$320,701	\$320,701	\$320,701	\$320,701
Automobiles	\$59,250	\$59,250	\$59,250	\$59,250	\$59,250	\$59,250	\$59,250	\$59,250	\$59,250	\$59,250	\$59,250	\$59,250
Accumulated Depreciation	(\$311,133)	(\$327,587)	(\$344,041)	(\$373,412)	(\$408,116)	(\$459,654)	(\$513,192)	(\$566,730)	(\$620,266)	(\$673,806)	(\$727,344)	(\$780,892)
Total Net Plant & Equipment	\$1,454,422	\$1,437,968	\$1,421,514	\$2,942,143	\$3,309,439	\$5,505,901	\$5,452,363	\$5,398,925	\$5,345,287	\$5,291,749	\$5,239,211	\$5,184,673
Other Assets	\$10,768	\$10,768	\$10,768	\$10,768	\$10,768	\$10,768	\$10,768	\$10,768	\$10,768	\$10,768	\$10,768	\$10,768
Total Assets	\$4,715,693	\$3,727,445	\$4,232,590	\$4,716,784	\$4,003,548	\$2,692,404	\$2,300,306	\$1,926,251	\$1,614,068	\$1,323,388	\$1,077,059	\$861,672
Liabilities & Owners' Equity												
Current Liabilities												
Short Term Debt	\$525,000	\$525,000	\$525,000	\$525,000	\$525,000	\$525,000	\$525,000	\$525,000	\$525,000	\$525,000	\$525,000	\$525,000
Accounts Payable	\$3,464,550	\$2,790,784	\$3,605,923	\$3,710,986	\$3,335,567	\$777,578	\$760,861	\$798,147	\$856,938	\$916,145	\$991,155	\$1,067,355
Other Payables	\$24,350	\$30,350	\$30,350	\$30,350	\$30,350	\$30,350	\$30,350	\$30,350	\$30,350	\$30,350	\$30,350	\$30,350
Accrued Liabilities	\$65,020	\$65,020	\$65,020	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Current Liabilities	\$4,078,920	\$3,411,124	\$4,226,293	\$4,266,316	\$3,890,917	\$1,332,926	\$1,336,211	\$1,353,497	\$1,412,288	\$1,471,495	\$1,546,505	\$1,622,705
Long Term Debt	\$1,326,772	\$1,326,772	\$1,326,772	\$2,126,772	\$2,126,772	\$3,716,772	\$3,694,772	\$3,670,772	\$3,646,772	\$3,622,772	\$3,598,772	\$3,574,772
Total Liabilities	\$5,405,692	\$4,737,896	\$5,553,065	\$6,393,088	\$6,017,689	\$5,051,698	\$5,030,983	\$5,024,269	\$5,059,060	\$5,094,267	\$5,145,277	\$5,197,477
Owner/Stockholder Equity												
Common Stock	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000
Retained Earnings	(\$769,999)	(\$1,110,451)	(\$1,420,475)	(\$1,776,304)	(\$2,114,141)	(\$2,459,294)	(\$2,630,677)	(\$3,198,018)	(\$3,544,992)	(\$3,870,879)	(\$4,168,218)	(\$4,435,805)
Dividends Payable	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Owners' Equity	(\$669,999)	(\$1,010,451)	(\$1,320,475)	(\$1,676,304)	(\$2,014,141)	(\$2,359,294)	(\$2,730,677)	(\$3,098,018)	(\$3,444,992)	(\$3,770,879)	(\$4,068,218)	(\$4,335,805)
Total Liabilities & Equity	\$4,715,693	\$3,727,445	\$4,232,590	\$4,716,784	\$4,003,548	\$2,692,404	\$2,300,306	\$1,926,251	\$1,614,068	\$1,323,388	\$1,077,059	\$861,672

*** INCOME STATEMENT (Year 1 by month) ***

	Jan-99	Feb-99	Mar-99	Apr-99	May-99	Jun-99	Jul-99	Aug-99	Sep-99	Oct-99	Nov-99	Dec-99	Year 1	% of Total Sales
Sales														
Delphi	\$139,600	\$79,900	\$67,800	\$48,500	\$60,700	\$55,000	\$60,000	\$60,000	\$112,000	\$166,000	\$224,000	\$284,000	\$1,318,500	28.55%
Johnson Controls	\$51,300	\$61,400	\$73,100	\$68,700	\$99,700	\$65,000	\$65,000	\$5,000	\$68,000	\$73,000	\$78,000	\$78,000	\$606,200	17.45%
Stant	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$5,000	\$5,000	\$5,000	\$5,000	\$15,000	\$95,000	0.76%
GM Metal Fab	\$0	\$0	\$0	\$46,600	\$96,900	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$643,500	18.26%
GT Products	\$40,000	\$58,300	\$100,700	\$46,700	\$27,300	\$50,000	\$50,000	\$50,000	\$50,000	\$50,000	\$64,000	\$78,000	\$665,000	14.40%
Oxford	\$3,200	\$3,200	\$1,800	\$1,800	\$2,600	\$2,800	\$3,000	\$4,000	\$6,000	\$6,000	\$6,000	\$8,000	\$46,600	1.01%
Textron	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$5,000	\$5,000	\$7,000	\$5,000	\$5,000	\$25,000	0.54%
Other	\$56,600	\$97,700	\$63,500	\$43,200	\$58,200	\$72,000	\$87,000	\$72,000	\$75,000	\$77,000	\$79,000	\$96,000	\$879,200	19.03%
Total Sales	\$292,700	\$291,500	\$326,900	\$245,500	\$305,600	\$344,800	\$345,000	\$361,000	\$421,000	\$482,000	\$561,000	\$642,000	\$4,619,000	100.00%
Cost of Goods Sold														
Material	\$134,500	\$134,800	\$152,500	\$114,300	\$142,000	\$159,600	\$159,800	\$186,800	\$194,800	\$222,700	\$258,400	\$294,400	\$2,134,600	46.21%
Labor	\$43,870	\$49,680	\$49,100	\$36,845	\$45,660	\$51,820	\$51,800	\$54,200	\$63,150	\$72,350	\$84,150	\$96,300	\$693,145	15.01%
Total Variable COGS	\$178,370	\$178,480	\$201,600	\$151,145	\$187,660	\$211,420	\$211,600	\$221,000	\$257,950	\$295,050	\$342,550	\$390,700	\$2,827,745	61.22%
% of Total Sales	60.94%	61.23%	61.67%	61.57%	61.48%	61.32%	61.33%	61.22%	61.27%	61.21%	61.06%	60.66%		
Total Fixed Cost of Goods & Services	\$298,403	\$299,935	\$301,552	\$303,259	\$305,061	\$306,964	\$308,974	\$311,098	\$313,342	\$315,713	\$318,220	\$320,870	\$3,703,351	80.18%
Total Cost of Goods Sold	\$476,773	\$478,415	\$503,152	\$454,404	\$492,941	\$518,384	\$520,574	\$532,058	\$571,292	\$610,763	\$660,770	\$711,570	\$6,551,136	141.40%
Gross Profit	(\$184,073)	(\$186,915)	(\$176,252)	(\$208,904)	(\$187,341)	(\$173,584)	(\$175,574)	(\$171,098)	(\$150,292)	(\$128,763)	(\$99,770)	(\$69,570)	(\$1,912,136)	-41.40%
% of Total Sales	-62.89%	-64.12%	-53.92%	-85.09%	-61.30%	-50.34%	-50.89%	-47.40%	-35.70%	-26.71%	-17.78%	-10.84%		
Operating Expenses														
Sales & Marketing	\$35,050	\$35,066	\$35,062	\$35,098	\$35,115	\$35,132	\$35,149	\$35,166	\$35,183	\$35,201	\$35,219	\$35,237	\$421,698	9.13%
Research & Development	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.00%
G & A (without Depreciation)	\$62,800	\$62,849	\$62,898	\$62,947	\$62,996	\$63,045	\$63,094	\$63,144	\$63,196	\$63,248	\$63,300	\$63,352	\$756,869	16.39%
Depreciation	\$16,454	\$16,454	\$16,454	\$29,371	\$32,704	\$53,538	\$53,538	\$53,538	\$53,538	\$53,538	\$53,538	\$53,538	\$486,203	10.53%
Total Operating Expenses	\$114,304	\$114,369	\$114,434	\$127,416	\$130,815	\$151,715	\$151,781	\$151,848	\$151,917	\$151,987	\$152,057	\$152,127	\$1,684,770	36.04%
% of Total Sales	39.05%	39.23%	35.01%	51.90%	42.81%	44.00%	43.99%	42.06%	36.08%	31.53%	27.10%	23.70%		
Income From Operations	(\$298,377)	(\$301,284)	(\$290,666)	(\$336,320)	(\$318,156)	(\$325,299)	(\$327,355)	(\$322,946)	(\$302,209)	(\$280,750)	(\$251,827)	(\$221,697)	(\$3,576,906)	-77.44%
% of Total Sales	-101.94%	-103.36%	-88.92%	-136.99%	-104.11%	-94.34%	-94.85%	-89.46%	-71.78%	-58.25%	-44.89%	-34.53%		
Interest Income	\$1,000	\$981	\$982	\$973	\$964	\$956	\$948	\$940	\$932	\$924	\$916	\$908	\$11,434	0.25%
Interest Expense	\$20,000	\$20,159	\$20,320	\$20,482	\$20,645	\$20,810	\$44,978	\$45,335	\$45,697	\$46,051	\$46,428	\$46,798	\$397,711	8.61%
Income before Taxes	(\$317,377)	(\$320,452)	(\$310,024)	(\$355,829)	(\$337,837)	(\$345,153)	(\$371,383)	(\$367,341)	(\$346,974)	(\$325,887)	(\$297,339)	(\$267,587)	(\$3,963,183)	-85.80%
Taxes on Income	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.00%
Net Income After Taxes	(\$317,377)	(\$320,452)	(\$310,024)	(\$355,829)	(\$337,837)	(\$345,153)	(\$371,383)	(\$367,341)	(\$346,974)	(\$325,887)	(\$297,339)	(\$267,587)	(\$3,963,183)	-85.80%
% of Total Sales	-108.43%	-109.93%	-94.84%	-144.94%	-110.55%	-100.10%	-107.65%	-101.76%	-82.42%	-67.51%	-53.00%	-41.68%		

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*** CASH FLOWS (STATEMENT OF CHANGES IN FINANCIAL POSITION: Year 1 by month) ***

Sources of Cash:	Jan-99	Feb-99	Mar-99	Apr-99	May-99	Jun-99	Jul-99	Aug-99	Sep-99	Oct-99	Nov-99	Dec-99	Year 1
Operations during the year:													
Net Income After Taxes	(\$517,377)	(\$320,452)	(\$310,024)	(\$355,829)	(\$337,837)	(\$345,153)	(\$371,383)	(\$387,341)	(\$348,974)	(\$325,887)	(\$297,339)	(\$287,587)	(\$3,953,183)
Add Items not decreasing cash													
Depreciation	\$16,454	\$16,454	\$16,454	\$29,371	\$32,704	\$53,538	\$53,538	\$53,538	\$53,538	\$53,538	\$53,538	\$53,538	\$486,203
Increase in Accounts Payable	(\$57,720)	(\$673,796)	\$815,169	\$105,043	(\$375,399)	(\$2,557,991)	\$3,285	\$17,286	\$58,791	\$59,207	\$75,010	\$76,200	(\$2,454,915)
Increase in Other Payables	\$6,000	\$6,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$12,000
Increase in Accrued Liabilities	\$0	\$0	\$0	(\$65,020)	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	(\$65,020)
Deduct items not increasing cash													
Increase in Accounts Receivable	(\$1,158,148)	(\$413,040)	\$134,136	(\$4,013)	(\$431,300)	(\$798,100)	\$29,550	\$12,150	\$57,000	\$90,750	\$105,000	\$120,000	(\$2,256,015)
Increase in Inventory	(\$10,279)	\$10,736	\$35,784	(\$77,367)	(\$54,115)	(\$10,931)	\$8,231	\$14,029	\$20,016	\$21,821	\$11,730	\$11,853	(\$18,492)
Cash from Operations	\$815,784	(\$569,490)	\$351,679	(\$205,055)	(\$195,117)	(\$2,040,575)	(\$352,341)	(\$322,896)	(\$311,661)	(\$325,713)	(\$285,521)	(\$289,702)	(\$3,710,408)
Financing & Other:													
Sale of Stock	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Proceeds from Short Term Loans	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Proceeds from Long Term Loans	\$0	\$0	\$0	\$800,000	\$0	\$1,600,000	\$0	\$0	\$0	\$0	\$0	\$0	\$2,400,000
Sale of Investments	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Collection of Notes Receivable	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Reduction of Other Current Assets	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Reduction of Other Assets	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Cash from Operations & Financing	\$815,784	(\$569,490)	\$351,679	\$594,945	(\$195,117)	(\$440,575)	(\$352,341)	(\$322,896)	(\$311,661)	(\$325,713)	(\$285,521)	(\$289,702)	(\$1,310,408)
Applications of Cash:													
Payment of Dividends	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Purchases of Fixed Assets	\$0	\$0	\$0	\$1,550,000	\$400,000	\$2,250,000	\$0	\$0	\$0	\$0	\$0	\$0	\$4,200,000
Repayment of Short Term Loans	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Repayment of Long Term Loans	\$0	\$0	\$0	\$0	\$0	\$8,000	\$24,000	\$24,000	\$24,000	\$24,000	\$24,000	\$24,000	\$152,000
Purchase of Investments	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Increase in Notes Receivable	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Increase in Other Current Assets	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Increase in Other Assets	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Increase(Decrease) in Cash	\$815,784	(\$569,490)	\$351,679	(\$955,055)	(\$595,117)	(\$2,698,575)	(\$376,341)	(\$346,696)	(\$335,661)	(\$349,713)	(\$309,521)	(\$283,702)	(\$5,662,408)
Change in Cash Balance													
Ending Cash Balance	\$910,107	\$340,617	\$692,296	(\$282,759)	(\$857,676)	(\$3,556,451)	(\$3,932,792)	(\$4,279,488)	(\$4,615,149)	(\$4,964,862)	(\$5,274,383)	(\$5,588,085)	(\$5,568,085)
Beginning Cash Balance	\$84,323	\$910,107	\$340,617	\$692,296	(\$282,759)	(\$857,676)	(\$3,932,792)	(\$4,279,488)	(\$4,615,149)	(\$4,964,862)	(\$5,274,383)	(\$5,588,085)	\$94,323
Increase(Decrease) in Cash	\$815,784	(\$569,490)	\$351,679	(\$955,055)	(\$595,117)	(\$2,698,575)	(\$376,341)	(\$346,696)	(\$335,661)	(\$349,713)	(\$309,521)	(\$283,702)	(\$5,662,408)

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*** BALANCE SHEET (Years 1 - 5) ***
As of the Year Ending:

Assets	Year 1	Year 2	Year 3	Year 4	Year 5
Current Assets					
Cash	(\$5,568,085)	(\$2,921,746)	(\$3,069,791)	(\$2,208,630)	(\$1,298,755)
Investments	\$0	\$0	\$0	\$0	\$0
Accounts Receivable	\$902,250	\$1,941,164	\$1,960,644	\$1,980,370	\$2,000,219
Notes Receivable	\$0	\$0	\$0	\$0	\$0
Inventory	\$332,066	\$309,362	\$448,300	\$452,779	\$457,311
Other Current Assets	\$0	\$0	\$0	\$0	\$0
Total Current Assets	(\$4,333,769)	(\$672,220)	(\$660,847)	\$224,519	\$1,158,775
Plant & Equipment					
Land	\$0	\$0	\$0	\$0	\$0
Buildings	\$0	\$0	\$0	\$0	\$0
Building/Leasehold Improvements	\$1,791,009	\$1,791,009	\$1,791,009	\$1,791,009	\$1,791,009
Machinery & Equipment	\$3,794,595	\$3,794,595	\$8,794,595	\$8,794,595	\$8,794,595
Office Equipment	\$320,701	\$320,701	\$320,701	\$320,701	\$320,701
Automobiles	\$59,250	\$59,250	\$59,250	\$59,250	\$59,250
Accumulated Depreciation	(\$790,862)	(\$1,423,333)	(\$2,565,784)	(\$3,708,235)	(\$4,890,686)
Total Net Plant & Equipment	\$5,184,673	\$4,542,222	\$8,399,771	\$7,257,320	\$6,114,869
Other Assets	\$10,768	\$10,768	\$10,768	\$10,768	\$10,768
Total Assets	\$861,672	\$3,860,770	\$7,749,692	\$7,492,607	\$7,284,412
Liabilities & Owners' Equity					
Current Liabilities					
Short Term Debt	\$525,000	\$525,000	\$525,000	\$525,000	\$525,000
Accounts Payable	\$1,067,355	\$991,162	\$1,440,965	\$1,455,353	\$1,469,930
Other Payables	\$30,350	\$30,350	\$30,350	\$30,350	\$30,350
Accrued Liabilities	\$0	\$0	\$0	\$0	\$0
Total Current Liabilities	\$1,622,705	\$1,546,512	\$1,996,315	\$2,010,713	\$2,025,280
Long Term Debt	\$3,574,772	\$3,082,772	\$5,590,772	\$4,348,772	\$3,106,772
Total Liabilities	\$5,197,477	\$4,629,284	\$7,587,087	\$6,359,485	\$5,132,052
Owner/Stockholder Equity					
Common Stock	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000
Retained Earnings	(\$4,435,805)	(\$846,514)	\$62,605	\$1,033,122	\$2,052,360
Dividends Payable	\$0	\$0	\$0	\$0	\$0
Total Owners' Equity	(\$4,335,805)	(\$746,514)	\$162,605	\$1,133,122	\$2,152,360
Total Liabilities & Equity	\$861,672	\$3,860,770	\$7,749,692	\$7,492,607	\$7,284,412

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*** INCOME STATEMENT (Years 1 - 5) ***

	Year 1	Year 2	Year 3	Year 4	Year 5	% of Total Sales
Sales						
Delphi	\$1,318,500	\$10,034,000	\$10,134,000	\$10,235,000	\$10,337,000	63.71%
Johnson Controls	\$806,200	\$1,080,000	\$1,091,000	\$1,102,000	\$1,113,000	6.86%
Stant	\$35,000	\$760,000	\$768,000	\$776,000	\$784,000	4.83%
GM Metal Fab	\$843,500	\$1,206,000	\$1,218,000	\$1,230,000	\$1,242,000	7.66%
GT Products	\$665,000	\$1,244,000	\$1,256,000	\$1,269,000	\$1,282,000	7.90%
Oxford	\$46,800	\$72,000	\$73,000	\$74,000	\$75,000	0.46%
Textron	\$25,000	\$168,000	\$190,000	\$192,000	\$194,000	1.20%
Other	\$879,200	\$1,161,000	\$1,173,000	\$1,185,000	\$1,197,000	7.38%
Total Sales	\$4,619,000	\$15,745,000	\$15,603,000	\$16,063,000	\$16,224,000	100.00%
Cost of Goods Sold						
Material	\$2,134,600	\$3,245,000	\$5,971,000	\$6,031,000	\$6,091,000	37.55%
Labor	\$693,145	\$1,054,000	\$1,939,000	\$1,958,000	\$1,978,000	12.19%
Total Variable COGS	\$2,827,745	\$4,299,000	\$7,910,000	\$7,989,000	\$8,069,000	49.74%
Total Fixed Cost of Goods & Services	\$3,703,391	\$3,740,425	\$3,777,829	\$3,815,607	\$3,853,763	23.75%
Total Cost of Goods Sold	\$6,531,136	\$8,039,425	\$11,687,829	\$11,804,607	\$11,922,763	73.49%
Gross Profit	(\$1,912,136)	\$7,705,575	\$4,215,171	\$4,256,393	\$4,301,237	26.51%
Operating Expenses						
Sales & Marketing	\$421,698	\$425,915	\$430,174	\$434,476	\$438,821	2.70%
Research & Development	\$0	\$0	\$0	\$0	\$0	0.00%
G & A (without Depreciation)	\$756,859	\$764,438	\$772,082	\$779,803	\$787,601	4.85%
Depreciation	\$486,203	\$642,451	\$1,142,451	\$1,142,451	\$1,142,451	7.04%
Total Operating Expenses	\$1,664,770	\$1,832,804	\$2,344,707	\$2,356,730	\$2,368,873	14.60%
Income From Operations	(\$3,576,906)	\$5,872,771	\$1,870,464	\$1,901,663	\$1,932,364	11.91%
Interest Income	\$11,434	\$0	\$0	\$0	\$0	0.00%
Interest Expense	\$397,711	\$437,482	\$489,980	\$431,182	\$388,064	2.39%
Income before Taxes	(\$3,963,183)	\$5,435,289	\$1,380,484	\$1,470,481	\$1,544,300	9.52%
Taxes on Income	\$0	\$1,847,998	\$469,365	\$499,964	\$525,062	3.24%
Net Income After Taxes	(\$3,963,183)	\$3,587,291	\$911,119	\$970,517	\$1,019,238	6.28%

6/21/99

*** CASH FLOWS (STATEMENT OF CHANGES IN FINANCIAL POSITION: Years 1 - 5) ***

Sources of Cash:	Year 1	Year 2	Year 3	Year 4	Year 5
<i>Operations during the year:</i>					
Net Income After Taxes	(\$3,963,183)	\$3,587,291	\$911,119	\$970,517	\$1,019,238
Add items not decreasing cash					
Depreciation	\$486,203	\$642,451	\$1,142,451	\$1,142,451	\$1,142,451
Increase in Accounts Payable	(\$2,454,915)	(\$76,193)	\$448,803	\$14,398	\$14,567
Increase in Other Payables	\$12,000	\$0	\$0	\$0	\$0
Increase in Accrued Liabilities	(\$85,020)	\$0	\$0	\$0	\$0
Deduct items not increasing cash					
Increase in Accounts Receivable	(\$2,256,015)	\$1,038,914	\$19,480	\$19,726	\$19,849
Increase in Inventory	(\$18,492)	(\$23,704)	\$139,938	\$4,479	\$4,532
Cash from Operations	(\$3,710,408)	\$3,138,339	\$2,343,955	\$2,103,161	\$2,151,875
<i>Financing & Other:</i>					
Sale of Stock	\$0	\$0	\$0	\$0	\$0
Proceeds from Short Term Loans	\$0	\$0	\$0	\$0	\$0
Proceeds from Long Term Loans	\$2,400,000	\$0	\$3,750,000	\$0	\$0
Sale of Investments	\$0	\$0	\$0	\$0	\$0
Collection of Notes Receivable	\$0	\$0	\$0	\$0	\$0
Reduction of Other Current Assets	\$0	\$0	\$0	\$0	\$0
Reduction of Other Assets	\$0	\$0	\$0	\$0	\$0
Cash from Operations & Financing	(\$1,310,408)	\$3,138,339	\$6,093,955	\$2,103,161	\$2,151,875
<i>Applications of Cash:</i>					
Payment of Dividends	\$0	\$0	\$0	\$0	\$0
Purchases of Fixed Assets	\$4,200,000	\$0	\$5,000,000	\$0	\$0
Repayment of Short Term Loans	\$0	\$0	\$0	\$0	\$0
Repayment of Long Term Loans	\$152,000	\$492,000	\$1,242,000	\$1,242,000	\$1,242,000
Purchase of Investments	\$0	\$0	\$0	\$0	\$0
Increase in Notes Receivable	\$0	\$0	\$0	\$0	\$0
Increase in Other Current Assets	\$0	\$0	\$0	\$0	\$0
Increase in Other Assets	\$0	\$0	\$0	\$0	\$0
Increase(Decrease) in Cash	(\$5,662,408)	\$2,646,339	(\$148,045)	\$861,161	\$909,875
<i>Change in Cash Balance</i>					
Ending Cash Balance	(\$5,568,085)	(\$2,921,746)	(\$3,069,791)	(\$2,208,630)	(\$1,298,755)
Beginning Cash Balance	\$94,323	(\$5,568,085)	(\$2,921,746)	(\$3,069,791)	(\$2,208,630)
Increase(Decrease) in Cash	(\$5,662,408)	\$2,646,339	(\$148,045)	\$861,161	\$909,875

6/2/199

*** RATIO ANALYSIS (Years 1 - 5) ***

	Year 1	Year 2	Year 3	Year 4	Year 5	
<i>Ratios</i>						
Current Ratio	-2.67	-0.43	-0.33	0.11	0.57	Current Assets / Current Liabilities
Quick Ratio (Acid Test)	-2.88	-0.63	-0.56	-0.11	0.35	Quick Assets (Cash + Receivables) / Current Liabilities
Return on Total Assets	-459.94%	92.44%	11.76%	12.95%	13.99%	Net Income After Taxes / Total Assets (at year end)
Total Assets Turnover	5.36	4.06	2.05	2.14	2.23	Total Sales / Total Assets (at year end)
Total Debt to Total Assets	6.03	1.19	0.98	0.85	0.70	Total Liabilities / Total Assets
Gross Profit Margin	-41.40%	46.94%	28.51%	26.51%	26.51%	Gross Profit (Net Sales) / Total Sales
Operating Profit Margin	-77.44%	37.30%	11.76%	11.84%	11.91%	Income From Operations (Before Interest & Taxes) / Total Sales
Net Profit Margin	-85.80%	22.76%	5.73%	6.04%	6.28%	Net Income After Taxes / Total Sales
Return on Sales	207.26%	46.55%	21.62%	22.79%	23.70%	Net Income After Taxes / Gross Profit (Net Sales)
Return on Owners' Equity	91.41%	-479.26%	560.33%	85.65%	47.35%	Net Income After Taxes / Total Owners' Equity (at year end)
Total Debt to Owners' Equity	-1.20	-6.18	46.66	5.61	2.38	Total Liabilities / Total Owners' Equity
*** BREAK-EVEN ANALYSIS (Year 1 by month) ***						
Sales	Jan-99 \$292,700	Feb-99 \$291,500	Mar-99 \$328,900	Apr-99 \$245,500	May-99 \$305,600	Jun-99 \$344,800
Fixed Costs						
Fixed Cost of Goods & Services	\$298,403	\$299,935	\$301,552	\$303,259	\$305,061	\$306,964
Sales & Marketing (w/o Commissions)	\$35,050	\$35,066	\$35,082	\$35,098	\$35,115	\$35,132
Research & Development	\$0	\$0	\$0	\$0	\$0	\$0
G & A (without Depreciation)	\$62,800	\$62,849	\$62,898	\$62,947	\$62,996	\$63,045
Depreciation	\$16,454	\$16,454	\$16,454	\$16,454	\$16,454	\$16,454
Less Reclassified Fixed Costs	\$0	\$0	\$0	\$0	\$0	\$0
Total Fixed Costs	\$412,707	\$414,304	\$415,986	\$430,675	\$435,876	\$456,679
Variable Costs						
Material and Labor	\$178,370	\$178,480	\$201,600	\$151,145	\$187,880	\$211,420
Commissions	\$0	\$0	\$0	\$0	\$0	\$0
Plus Reclassified Fixed Costs	\$0	\$0	\$0	\$0	\$0	\$0
Total Variable Costs	\$178,370	\$178,480	\$201,600	\$151,145	\$187,880	\$211,420
Income from Operations	(\$298,377)	(\$301,284)	(\$290,686)	(\$336,320)	(\$318,156)	(\$325,299)
Interest Income(Expense) - "Fixed"	(\$19,000)	(\$19,168)	(\$19,338)	(\$19,509)	(\$19,681)	(\$19,854)
Income Taxes - "Variable"	\$0	\$0	\$0	\$0	\$0	\$0
Net Income After Taxes	(\$317,377)	(\$320,452)	(\$310,024)	(\$355,829)	(\$337,837)	(\$345,153)
Income from Operations Analysis						
Contribution Margin	39.06%	38.77%	38.33%	38.43%	38.52%	38.68%
Break-Even Sales Volume	\$1,056,585	\$1,066,569	\$1,086,282	\$1,120,563	\$1,131,530	\$1,185,728
Sales Volume Above Break-Even	(\$753,885)	(\$777,069)	(\$758,362)	(\$875,063)	(\$825,930)	(\$946,929)
Net Income After Taxes Analysis						
Contribution Margin	39.06%	38.77%	38.33%	38.43%	38.52%	38.68%
Break-Even Sales Volume	\$1,007,942	\$1,019,131	\$1,034,830	\$1,069,803	\$1,080,438	\$1,134,404
Sales Volume Above Break-Even	(\$715,242)	(\$727,631)	(\$707,930)	(\$824,303)	(\$774,838)	(\$789,604)

	Nov-99	Dec-99	Year 1	% of Total Sales
Sales	\$561,000	\$642,000	\$4,619,000	
Fixed Costs				
Fixed Cost of Goods & Services	\$318,220	\$320,870	\$3,703,391	80.16%
Sales & Marketing (w/o Commissions)	\$35,219	\$35,237	\$421,898	9.13%
Research & Development	\$0	\$0	\$0	0.00%
G & A (without Depreciation)	\$63,300	\$63,352	\$756,869	16.39%
Depreciation	\$53,538	\$53,538	\$486,203	10.53%
Less Reclassified Fixed Costs	\$0	\$0	\$0	0.00%
Total Fixed Costs	\$470,277	\$472,987	\$5,368,181	116.22%
Variable Costs				
Material and Labor	\$342,550	\$350,700	\$2,827,745	61.22%
Commissions	\$0	\$0	\$0	0.00%
Plus Reclassified Fixed Costs	\$0	\$0	\$0	0.00%
Total Variable Costs	\$342,550	\$350,700	\$2,827,745	61.22%
Income from Operations	(\$251,827)	(\$221,697)	(\$3,576,906)	-77.44%
Interest Income(Expense) - "Fixed"	(\$45,512)	(\$45,860)	(\$388,277)	-8.36%
Income Taxes - "Variable"	\$0	\$0	\$0	0.00%
Net Income After Taxes	(\$297,339)	(\$267,557)	(\$3,963,183)	-85.80%
Income from Operations Analysis				
Contribution Margin	38.94%	39.14%	38.78%	
Break-Even Sales Volume	\$1,207,715	\$1,203,373	\$13,842,549	299.69%
Sales Volume Above Break-Even	(\$648,715)	(\$566,373)	(\$9,223,549)	###
Net Income After Taxes Analysis				
Contribution Margin	38.94%	39.14%	38.78%	
Break-Even Sales Volume	\$1,090,836	\$1,091,137	\$12,846,480	278.12%
Sales Volume Above Break-Even	(\$529,836)	(\$449,137)	(\$8,227,480)	###

Delphi	Sales	Jan-99	Feb-99	Mar-99	Apr-99	May-99	Jun-99	Jul-99	Aug-99	Sep-99	Oct-99	Nov-99	Dec-99	Year 1	% of Sales	
		\$129,600	\$70,900	\$67,800	\$48,500	\$50,700	\$55,000	\$60,000	\$60,000	\$112,000	\$106,000	\$224,000	\$264,000	\$1,318,500	45.00%	
	Material	\$62,800	\$31,900	\$30,500	\$21,800	\$22,800	\$24,800	\$27,000	\$27,000	\$50,400	\$74,700	\$100,800	\$118,800	\$693,300	45.00%	
	Labor	\$20,900	\$10,600	\$10,200	\$7,300	\$7,600	\$8,300	\$9,000	\$9,000	\$16,800	\$39,600	\$39,600	\$39,600	\$197,800	15.00%	
	Fixed Cost of Goods & Services	\$142,300	\$72,900	\$66,500	\$59,900	\$50,600	\$49,000	\$53,700	\$53,000	\$51,700	\$108,700	\$127,100	\$131,900	\$593,600	75.36%	
	Gross Profit	(\$86,400)	(\$44,500)	(\$32,400)	(\$40,500)	(\$30,300)	(\$27,100)	(\$29,700)	(\$38,500)	(\$38,500)	(\$42,300)	(\$26,300)	(\$26,300)	(\$26,300)	(\$468,200)	-35.36%
	% of Sales	-61.88%	-62.76%	-52.21%	-83.51%	-59.76%	-49.27%	-49.50%	-63.17%	-34.38%	-25.46%	-16.74%	-9.95%	-35.36%		
Johnson Controls	Sales	Jan-99	Feb-99	Mar-99	Apr-99	May-99	Jun-99	Jul-99	Aug-99	Sep-99	Oct-99	Nov-99	Dec-99	Year 1	% of Sales	
		\$51,300	\$61,400	\$73,100	\$58,700	\$69,700	\$65,000	\$65,000	\$65,000	\$68,000	\$73,000	\$78,000	\$80,000	\$806,200		
	Material	\$26,700	\$31,900	\$38,000	\$30,500	\$36,200	\$33,800	\$33,800	\$33,800	\$35,400	\$38,000	\$40,600	\$40,600	\$419,300	52.01%	
	Labor	\$7,700	\$9,200	\$11,000	\$8,800	\$10,500	\$9,800	\$9,800	\$9,800	\$10,200	\$11,000	\$11,700	\$11,700	\$121,200	15.03%	
	Fixed Cost of Goods & Services	\$52,300	\$63,200	\$67,400	\$72,500	\$69,600	\$67,900	\$68,200	\$68,200	\$69,600	\$74,800	\$77,000	\$77,000	\$89,000	84.19%	
	Gross Profit	(\$35,400)	(\$42,900)	(\$43,300)	(\$53,100)	(\$46,600)	(\$36,500)	(\$36,800)	(\$36,800)	(\$28,200)	(\$33,800)	(\$38,000)	(\$13,300)	(\$13,300)	(\$413,000)	-51.23%
	% of Sales	-69.01%	-69.87%	-59.23%	-90.46%	-66.86%	-56.15%	-56.62%	-53.23%	-41.47%	-32.60%	-23.72%	-17.05%	-51.23%		
Stant	Sales	Jan-99	Feb-99	Mar-99	Apr-99	May-99	Jun-99	Jul-99	Aug-99	Sep-99	Oct-99	Nov-99	Dec-99	Year 1	% of Sales	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$5,000	\$5,000	\$5,000	\$5,000	\$15,000	\$35,000		
	Material	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$2,000	\$2,000	\$2,000	\$2,000	\$7,000	\$15,000	42.86%	
	Labor	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$750	\$750	\$750	\$750	\$2,250	\$5,250	15.00%	
	Fixed Cost of Goods & Services	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$4,300	\$3,700	\$3,300	\$2,800	\$7,500	\$21,600	61.71%	
	Gross Profit	\$0	\$0	\$0	\$0	\$0	\$0	\$0	(\$1,450)	(\$1,050)	(\$350)	(\$350)	\$7,500	(\$8,850)	-19.57%	
	% of Sales	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	-29.00%	-21.00%	-11.00%	-11.67%	-11.67%	-19.57%		
GM Metal Fab	Sales	Jan-99	Feb-99	Mar-99	Apr-99	May-99	Jun-99	Jul-99	Aug-99	Sep-99	Oct-99	Nov-99	Dec-99	Year 1	% of Sales	
		\$0	\$0	\$0	\$46,600	\$96,900	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$843,500		
	Material	\$0	\$0	\$0	\$21,000	\$44,000	\$45,000	\$45,000	\$45,000	\$45,000	\$45,000	\$45,000	\$45,000	\$380,000	45.05%	
	Labor	\$0	\$0	\$0	\$6,990	\$14,535	\$15,000	\$15,000	\$15,000	\$15,000	\$15,000	\$15,000	\$15,000	\$126,525	15.00%	
	Fixed Cost of Goods & Services	\$0	\$0	\$0	\$57,600	\$96,700	\$89,000	\$89,000	\$89,000	\$74,400	\$66,200	\$56,700	\$50,000	\$665,700	78.92%	
	Gross Profit	\$0	\$0	\$0	(\$58,990)	(\$58,335)	(\$49,000)	(\$49,000)	(\$49,000)	(\$34,400)	(\$25,500)	(\$16,700)	(\$10,000)	(\$10,000)	(\$328,725)	-38.97%
	% of Sales	0.00%	0.00%	0.00%	-83.67%	-60.20%	-49.00%	-49.60%	-34.40%	-25.50%	-16.70%	-10.00%	-10.00%	-38.97%		
GT Products	Sales	Jan-99	Feb-99	Mar-99	Apr-99	May-99	Jun-99	Jul-99	Aug-99	Sep-99	Oct-99	Nov-99	Dec-99	Year 1	% of Sales	
		\$40,000	\$58,300	\$100,700	\$46,700	\$27,300	\$50,000	\$50,000	\$50,000	\$50,000	\$50,000	\$64,000	\$78,000	\$665,000		
	Material	\$18,000	\$26,000	\$45,000	\$21,000	\$12,000	\$23,000	\$23,000	\$23,000	\$23,000	\$23,000	\$29,000	\$35,000	\$301,000	45.26%	
	Labor	\$6,000	\$8,745	\$15,105	\$7,005	\$4,065	\$7,500	\$7,500	\$7,500	\$7,500	\$7,500	\$9,600	\$11,700	\$98,750	15.00%	
	Fixed Cost of Goods & Services	\$40,800	\$60,000	\$92,900	\$57,700	\$27,200	\$44,500	\$44,800	\$43,100	\$37,200	\$32,700	\$56,300	\$39,000	\$39,000	\$356,200	83.64%
	Gross Profit	(\$24,800)	(\$36,445)	(\$52,305)	(\$39,005)	(\$15,995)	(\$25,000)	(\$25,300)	(\$23,600)	(\$17,700)	(\$13,200)	(\$10,900)	(\$7,700)	(\$7,700)	(\$291,950)	-43.90%
	% of Sales	-62.00%	-62.51%	-51.94%	-83.52%	-58.59%	-50.00%	-50.60%	-47.20%	-35.40%	-26.40%	-17.03%	-9.87%	-43.90%		
Oxford	Sales	Jan-99	Feb-99	Mar-99	Apr-99	May-99	Jun-99	Jul-99	Aug-99	Sep-99	Oct-99	Nov-99	Dec-99	Year 1	% of Sales	
		\$3,200	\$3,200	\$1,600	\$1,800	\$2,800	\$2,800	\$3,000	\$4,000	\$6,000	\$6,000	\$5,000	\$6,000	\$48,600		
	Material	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$2,000	\$3,000	\$3,000	\$3,000	\$3,000	\$21,000	45.06%	
	Labor	\$480	\$480	\$270	\$270	\$420	\$420	\$450	\$600	\$900	\$900	\$800	\$900	\$6,990	15.00%	
	Fixed Cost of Goods & Services	\$3,300	\$3,300	\$1,700	\$2,200	\$2,800	\$2,500	\$2,700	\$3,500	\$4,500	\$3,900	\$3,400	\$3,400	\$3,400	\$36,800	76.97%
	Gross Profit	(\$1,560)	(\$1,560)	(\$1,170)	(\$1,670)	(\$1,420)	(\$1,120)	(\$1,150)	(\$2,100)	(\$2,400)	(\$1,800)	(\$1,300)	(\$600)	(\$600)	(\$18,190)	-39.03%
	% of Sales	-49.39%	-49.36%	-65.00%	-92.76%	-50.71%	-40.00%	-36.33%	-52.50%	-40.00%	-30.00%	-21.67%	-15.00%	-39.03%		
Textron	Sales	Jan-99	Feb-99	Mar-99	Apr-99	May-99	Jun-99	Jul-99	Aug-99	Sep-99	Oct-99	Nov-99	Dec-99	Year 1	% of Sales	
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$5,000	\$5,000	\$5,000	\$5,000	\$25,000	\$25,000		
	Material	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$10,000	40.00%	
	Labor	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$750	\$750	\$750	\$750	\$750	\$3,750	15.00%	
	Fixed Cost of Goods & Services	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$4,300	\$3,700	\$3,300	\$2,800	\$2,500	\$16,600	66.40%	
	Gross Profit	\$0	\$0	\$0	\$0	\$0	\$0	\$0	(\$2,050)	(\$3,700)	(\$1,050)	(\$1,050)	(\$250)	(\$250)	(\$5,350)	-21.40%
	% of Sales	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	-41.00%	-29.00%	-21.00%	-11.00%	-5.00%	-21.40%		
Other	Sales	Jan-99	Feb-99	Mar-99	Apr-99	May-99	Jun-99	Jul-99	Aug-99	Sep-99	Oct-99	Nov-99	Dec-99	Year 1	% of Sales	
		\$58,600	\$97,700	\$83,500	\$43,200	\$58,200	\$72,000	\$67,000	\$72,000	\$75,000	\$77,000	\$79,000	\$96,000	\$789,200		
	Material	\$26,000	\$36,000	\$19,000	\$19,000	\$26,000	\$32,000	\$30,000	\$32,000	\$34,000	\$35,000	\$36,000	\$34,000	\$395,000	44.93%	
	Labor	\$8,790	\$14,655	\$12,525	\$6,480	\$8,730	\$10,800	\$10,050	\$10,800	\$11,250	\$11,550	\$11,850	\$14,400	\$131,880	15.00%	
	Fixed Cost of Goods & Services	\$59,700	\$100,500	\$77,000	\$53,400	\$56,100	\$62,000	\$60,000	\$62,000	\$55,800	\$50,500	\$44,800	\$48,000	\$733,900	83.47%	
	Gross Profit	(\$55,890)	(\$61,455)	(\$44,025)	(\$35,660)	(\$34,630)	(\$34,900)	(\$33,050)	(\$32,800)	(\$26,050)	(\$26,050)	(\$13,650)	(\$9,400)	(\$9,400)	(\$381,580)	-43.40%
	% of Sales	-61.25%	-62.72%	-52.72%	-82.59%	-59.50%	-46.47%	-49.33%	-45.56%	-34.73%	-26.04%	-17.28%	-9.79%	-43.40%		

Sales	Jan-99	Feb-99	Mar-99	Apr-99	May-99	Jun-99	Jul-99	Aug-99	Sep-99	Oct-99	Nov-99	Dec-99	Year 1 Sales	% of Total Sales
Dolphin	\$139,600	\$70,900	\$67,800	\$48,500	\$50,700	\$55,000	\$60,000	\$60,000	\$712,000	\$166,000	\$224,000	\$264,000	\$1,318,500	28.55%
Johnson Controls	\$51,300	\$61,400	\$73,100	\$58,700	\$69,700	\$65,000	\$65,000	\$65,000	\$78,000	\$73,000	\$78,000	\$78,000	\$806,200	17.45%
Stant	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$5,000	\$5,000	\$5,000	\$5,000	\$15,000	0.76%
GM Metal Fab	\$0	\$0	\$0	\$46,600	\$96,900	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$643,500	16.26%
GT Products	\$40,000	\$58,300	\$100,700	\$48,700	\$27,300	\$50,000	\$50,000	\$50,000	\$50,000	\$50,000	\$64,000	\$78,000	\$665,000	14.40%
Oxford	\$3,200	\$3,200	\$1,800	\$1,800	\$2,800	\$2,800	\$3,000	\$4,000	\$6,000	\$6,000	\$8,000	\$8,000	\$46,600	1.01%
Textron	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$25,000	0.54%
Other	\$58,600	\$97,700	\$83,500	\$43,200	\$56,200	\$72,000	\$67,000	\$72,000	\$75,000	\$77,000	\$79,000	\$96,000	\$879,200	19.03%
Total Sales	\$292,700	\$291,500	\$326,900	\$245,500	\$305,600	\$344,800	\$345,000	\$361,000	\$421,000	\$462,000	\$561,000	\$642,000	\$4,618,000	100.00%
Cost of Goods Sold														
Material	\$134,500	\$134,800	\$162,500	\$114,300	\$142,000	\$159,600	\$158,800	\$166,600	\$194,800	\$222,700	\$258,400	\$294,400	\$2,134,600	46.21%
Labor	\$43,870	\$43,660	\$49,100	\$36,845	\$45,980	\$51,820	\$51,900	\$54,200	\$63,150	\$72,350	\$84,150	\$96,300	\$693,145	15.01%
Total Variable COGS	\$178,370	\$178,460	\$201,600	\$151,145	\$187,880	\$211,420	\$211,600	\$221,000	\$257,950	\$295,050	\$342,550	\$390,700	\$2,827,745	61.22%
% of Total Sales	60.94%	61.23%	61.67%	61.57%	61.48%	61.32%	61.33%	61.22%	61.27%	61.21%	61.08%	60.86%	61.22%	
Fixed Cost of Goods & Services														
Production Management Salaries	\$70,000	\$70,068	\$70,116	\$70,174	\$70,232	\$70,290	\$70,348	\$70,406	\$70,464	\$70,522	\$70,581	\$70,640	\$843,831	18.27%
Production Facility Expense	\$75,927	\$75,927	\$75,927	\$75,927	\$75,927	\$75,927	\$75,927	\$75,927	\$75,927	\$75,927	\$75,927	\$75,927	\$911,124	19.73%
Production Equipment Rental	\$101,476	\$101,476	\$101,476	\$101,476	\$101,476	\$101,476	\$101,476	\$101,476	\$101,476	\$101,476	\$101,476	\$101,476	\$1,217,712	26.38%
Small Tools / Supplies	\$15,000	\$15,037	\$15,074	\$15,111	\$15,148	\$15,185	\$15,222	\$15,260	\$15,298	\$15,336	\$15,374	\$15,412	\$182,457	3.95%
Packaging Supplies	\$12,000	\$12,010	\$12,020	\$12,030	\$12,040	\$12,050	\$12,060	\$12,070	\$12,080	\$12,090	\$12,100	\$12,110	\$144,680	3.13%
Other Production Expenses	\$24,000	\$25,427	\$26,939	\$28,541	\$30,238	\$32,036	\$33,941	\$35,959	\$38,097	\$40,362	\$42,762	\$45,305	\$403,607	8.74%
Total Fixed Cost of Goods & Services	\$298,403	\$299,935	\$301,552	\$303,259	\$305,091	\$306,964	\$308,974	\$311,098	\$313,342	\$315,713	\$318,220	\$320,870	\$3,703,391	80.18%
% of Total Sales	101.95%	102.89%	92.25%	123.53%	99.82%	89.03%	89.56%	86.18%	74.43%	65.50%	58.72%	49.98%	80.18%	
Total Cost of Goods Sold	\$476,773	\$478,415	\$503,152	\$454,404	\$492,941	\$518,384	\$520,574	\$532,098	\$571,292	\$610,763	\$660,770	\$711,570	\$6,531,136	141.40%
Gross Profit	(\$184,073)	(\$186,915)	(\$176,252)	(\$208,904)	(\$187,341)	(\$173,584)	(\$176,574)	(\$171,098)	(\$150,292)	(\$128,763)	(\$99,770)	(\$69,570)	(\$1,312,136)	-41.40%
% of Total Sales	-62.89%	-64.12%	-53.92%	-85.09%	-61.30%	-50.34%	-50.89%	-47.40%	-35.70%	-28.71%	-17.78%	-10.84%	-41.40%	
Operating Expenses														
Sales & Marketing														
Advertising	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.00%
Commissions	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.00%
Entertainment	\$3,509	\$3,509	\$3,518	\$3,527	\$3,536	\$3,545	\$3,554	\$3,563	\$3,572	\$3,581	\$3,590	\$3,599	\$42,594	0.92%
Literature	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.00%
Vehicles	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$60,000	1.30%
Salaries	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$300,000	6.49%
Trade Shows	\$50	\$53	\$56	\$59	\$63	\$67	\$71	\$75	\$79	\$84	\$89	\$94	\$840	0.02%
Travel	\$1,500	\$1,504	\$1,508	\$1,512	\$1,516	\$1,520	\$1,524	\$1,528	\$1,532	\$1,536	\$1,540	\$1,544	\$18,264	0.40%
Total Sales & Marketing Costs	\$35,050	\$35,066	\$35,082	\$35,098	\$35,115	\$35,132	\$35,149	\$35,166	\$35,183	\$35,201	\$35,219	\$35,237	\$421,698	9.13%
% of Total Sales	11.97%	12.03%	10.73%	14.30%	11.49%	10.18%	10.19%	9.74%	8.36%	7.30%	6.28%	5.49%	9.13%	
Research & Development														
Consulting	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.00%
Equipment (Expensed Purchases)	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.00%
R & D Materials	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.00%
R & D Salaries	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.00%
Total R & D Costs	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.00%
% of Total Sales	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	

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General & Administrative

Accounting	\$1,000	\$1,002	\$1,004	\$1,008	\$1,010	\$1,012	\$1,014	\$1,017	\$1,020	\$1,023	\$1,026	\$12,142	0.26%
Admin Salaries	\$37,500	\$37,531	\$37,562	\$37,593	\$37,624	\$37,655	\$37,686	\$37,717	\$37,748	\$37,779	\$37,810	\$452,046	9.79%
Bad Debts	\$2,000	\$2,002	\$2,004	\$2,006	\$2,008	\$2,010	\$2,012	\$2,014	\$2,016	\$2,018	\$2,022	\$24,132	0.52%
Depreciation	\$16,454	\$16,454	\$16,454	\$16,454	\$16,454	\$16,454	\$16,454	\$16,454	\$16,454	\$16,454	\$16,454	\$486,203	10.53%
Equipment Rental/Small Purchases	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$3,800	0.08%
Insurance	\$3,000	\$3,002	\$3,004	\$3,006	\$3,008	\$3,010	\$3,012	\$3,014	\$3,017	\$3,020	\$3,026	\$36,142	0.78%
Legal Fees	\$4,000	\$4,003	\$4,005	\$4,009	\$4,012	\$4,015	\$4,018	\$4,021	\$4,024	\$4,027	\$4,033	\$48,198	1.04%
Licenses and Permits	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.00%
Office Expenses	\$2,000	\$2,002	\$2,004	\$2,006	\$2,008	\$2,010	\$2,012	\$2,014	\$2,016	\$2,018	\$2,022	\$24,132	0.52%
Office Rental	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.00%
Taxes (non-income Taxes)	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$120,000	2.60%
Telephone	\$3,000	\$3,007	\$3,014	\$3,021	\$3,028	\$3,035	\$3,042	\$3,050	\$3,058	\$3,066	\$3,074	\$36,477	0.79%
Utilities	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.00%
Total G & A Costs	\$79,254	\$79,303	\$79,352	\$79,401	\$79,450	\$79,499	\$79,548	\$79,597	\$79,646	\$79,695	\$79,744	\$1,243,072	26.91%
% of Total Sales	27.06%	27.21%	27.27%	27.32%	27.37%	27.42%	27.47%	27.52%	27.57%	27.62%	27.67%	26.91%	
Total Operating Expenses	\$114,304	\$114,369	\$114,434	\$114,499	\$114,564	\$114,629	\$114,694	\$114,759	\$114,824	\$114,889	\$114,954	\$1,664,770	36.04%
% of Total Sales	39.05%	39.23%	39.41%	39.59%	39.77%	39.95%	40.13%	40.31%	40.49%	40.67%	40.85%	36.04%	
Income From Operations	(\$288,377)	(\$301,284)	(\$314,191)	(\$327,098)	(\$339,999)	(\$352,900)	(\$365,801)	(\$378,702)	(\$391,603)	(\$404,504)	(\$417,405)	(\$3,576,906)	-77.44%
% of Total Sales	-101.94%	-103.36%	-105.78%	-108.20%	-110.62%	-113.04%	-115.46%	-117.88%	-120.30%	-122.72%	-125.14%	-77.44%	
Interest Income	\$1,000	\$991	\$982	\$973	\$964	\$955	\$946	\$937	\$928	\$919	\$908	\$11,434	0.25%
Interest Expense	\$20,000	\$20,159	\$20,320	\$20,482	\$20,645	\$20,810	\$20,976	\$21,143	\$21,310	\$21,477	\$21,644	\$397,711	8.61%
Income before Taxes	(\$317,377)	(\$320,452)	(\$323,527)	(\$326,602)	(\$329,677)	(\$332,752)	(\$335,827)	(\$338,902)	(\$341,977)	(\$345,052)	(\$348,127)	(\$3,963,183)	-85.80%
Taxes on Income	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Net Income After Taxes	(\$317,377)	(\$320,452)	(\$323,527)	(\$326,602)	(\$329,677)	(\$332,752)	(\$335,827)	(\$338,902)	(\$341,977)	(\$345,052)	(\$348,127)	(\$3,963,183)	-85.80%
% of Total Sales	-108.43%	-109.93%	-111.43%	-112.93%	-114.43%	-115.93%	-117.43%	-118.93%	-120.43%	-121.93%	-123.43%	-85.80%	